

LARKIN NEWS FOR JULY, 1909

VOL. II.

Every Housewife Can Save Money by Larkin Factory-to-Family Dealing.

No. 7.

How Teas Are Produced

NOTE.—A story about tea is not only interesting but appropriate for the month of July when we celebrate our national holiday, for you recall the story of the Boston Tea-Party and that the taxation of tea played an important part in the events leading up to our Declaration of Independence.



WE have authentic history that the Chinese drank tea at least two thousand years ago. From China, the use of tea passed to Japan and Formosa. The cultivation of the tea-plant, however, did not begin in either of the latter places until long after tea-drinking had become an established custom.

The Dutch were the first European tea-drinkers,—the traders of the Dutch East India Company introducing the custom. The English acquired the custom from the Dutch. Both the English and the Dutch East India Companies exhibited samples of tea as curiosities of a barbaric custom, long before either nation began to use it as a beverage. With the rise and the popularity of the London Coffee-houses in the seventeenth century, the habit of tea-drinking increased rapidly in England, in spite of its high cost of \$6.50 a pound with a government tax of \$1.25 in addition. In those days, tea was sold by the ounce and was steeped until the last bit of flavor had been extracted. About the same time, the Russians had acquired a taste for tea and they and the Dutch



Tea-Picking in Shizuoka Japan. Mount Fuji in the Distance.

the culture of the plant. Now, many millions of pounds of Ceylon teas are consumed annually in England alone.

Extensive experiments in tea-culture have been carried on in the United States, at different times, with fairly encouraging results. The soil and climate of South Carolina seem particularly adaptable to the cultivation of the plant and a very good quality of tea can be grown there. Some day, we may produce all the tea we need for our own consumption.

It is an interesting fact that the qualities of the tea plant do not appear in the green leaf or in the leaf dried without man's agency.

Botanically, there is but one tea-plant known. The names, Japan, Formosa, Ceylon, etc., are simply geographical names signifying the locality in which the plant is cultivated. Green and black tea may be gathered from the same bush. It is the treatment of the leaves that gives us the respective varieties.

Some teas are peculiarly adapted to being prepared as green teas, but their treatment determines their classification. Less is done to prepare green tea than to prepare black tea. To make green tea, the watery juices of the leaf are dried with the least delay. The leaves, after they are gath-

ered, are exposed to the air for a short time, but not to the sun. Next, they are heated until they become soft and pliable. Then each leaf is rolled up into a little ball and the juices further squeezed out. The balls are next broken up and the leaves finally dried by fire, which produces hand-fired green tea. Sometimes, in place of the final firing, the leaves are subjected to the rays of the sun. This method produces sun-dried green tea. Still another method is to dry the tea artificially in a bamboo basket, which produces basket-fired green tea. The pan-firing process produces a more delicate taste and aroma than the other methods and is the method used in the preparation of all green teas for exportation.

In making Oolong black tea, which is the mildest of the black teas, the leaves are first exposed to the action of the air, for a time, and in some cases, to the sun also. A slight fermentation may take place, although denied by some experts. There certainly is a chemical change of some sort beyond the preliminary drying of green tea. During this period, the leaves are stirred and tossed by the hands to expose greater surface to the air and to increase oxidation. During this operation, the leaves first begin to manifest characteristics of manufactured tea, in the way of a fragrant tea-odor, which the green leaf does not possess, the same as the odor of new-mown hay differs from that of the green grass.

The process of exposure to the air is called "withering" and the leaves become soft the same as they do in the first artificial heating for green tea. The leaves lose about one-quarter of their weight in moisture and care must be exercised not to bruise them, or injurious chemical changes will occur. The second operation with black tea is the same rolling into balls, as in green tea. The sap of the leaf thus liberated, spreads over the surface of the rolled leaf, so that in the



Japanese Buying- and Inspecting-Room.

were drinking the beverage with the fondness of the Chinese themselves. Of course, the custom was soon introduced into our own country.

About sixty years ago, the first Ceylon teas began to appear. The English first recognized, in the soil and climate of the island of Ceylon, ideal conditions for



Tea-Firing Room.

next stage of manufacture, fermentation, it is easily acted upon by the oxygen of the

(Continued on page 2.)

Larkin Root Beer Extract



**A Healthful,
Refreshing
and
Invigorating
Temperance
Beverage.**

**Made from
Wholesome
Roots and Barks,
Pleasantly
Flavored**

Makes Delicious Root Beer

U. S. SERIAL No. 3315
Guaranteed under the Food and Drugs Act
of June 30, 1906

A Bottle Makes 5 Gallons of Root Beer

Retail value (Larkin List-price),
15 Cents

A New Design High-Back Rocker No. 1405

Given with \$10.00 worth of Larkin Products;
or for Five Certificates.

**Combines
Style, Comfort and Durability**



Made of selected stock; polished finish.
Choice of Oak, Golden-Oak finish, or Birch,
Mahogany finish.

Shaped back is 28 in. high from seat; 23
in. wide; top-panel has a deep carving, finished
in a dull matt-finish. Spring seat, upholstered
in black leather; is 19½ in. wide between
arms; 21 in. deep.

air. From the fermentation-stage the rolls are either left undisturbed, to heat, or, as in Indian methods, they are broken up and distributed in drawers to which the air has free access. Either way, heating follows and chemical action is shown by a change of color that reddens or darkens the leaves and by the evolution of further pleasant "tea-odors." The fermentation must be arrested at the proper stage by the first firing, which expels about half of the remaining moisture and probably develops an additional portion of the volatile oils that give fragrance and taste to manufactured tea. Too high or too long continued firing drives off these oils. They are also wasted by exposure to the air. Firing is sometimes divided into two or three stages. To produce the English Breakfast teas, a Souchong or Congou, fermentation or oxidation is simply carried further and by means of higher firing, some of the volatile oils are expelled or changed into other flavors.

Hot-Weather Desserts

Larkin Prepared Puddings and Jelly Desserts are delicious, and the ease with which they are made ready to serve makes them ideal desserts for hot weather. We prepare them so that the addition of milk or water and a little cooking is all that remains for the housewife to do. They save work and worry. If you have a supply on hand, you can easily get up a dainty, cooling, delicious dessert in a few minutes.

Include several packages in your next order and see how good they are. They will keep until used.

The Prepared Pudding-Flavors include Chocolate, Lemon, Orange and Vanilla. The Jelly Dessert-flavors are Lemon and Orange. The Larkin list-price is 10 cents per package.

Like all the Larkin Food Specialties, they are guaranteed absolutely pure under the Food and Drugs Act of June 30, 1906.

Why Larkin Paints Are Popular

The purchaser of paints must necessarily depend to a great extent upon the integrity of the manufacturer because the cheap materials and adulterations often used do not become noticeable until after the paint has had some wear. Although Larkin Ready-Mixed Paints were first advertised but six months ago, the demand for them is already very large, in fact, beyond our expectation. We like to think that this is because our customers have confidence in us and in the quality of our Products.

We know that the sale of Larkin Paints will steadily increase, for they are sure to give satisfaction. They are scientifically proportioned to give a durable body that will not peel or chalk and are ground in absolutely pure linseed oil, which is the life of any paint, then mixed with the best quality of dryer.

Larkin Paints are fully up to the standard of excellence that is always maintained in all the Larkin Products; you can use them with the assurance that you will get best results both as to finish and durability.

NEW LARKIN PRODUCTS FOUR ADDITIONS TO THE LIST

Larkin Peanut Butter



The high quality and careful blending of the different varieties of nuts used produce a deliciously flavored food, rich in nutriment and easily digested.

Roasted and ground by us. May be used in various forms—for sandwiches, salads, seasoning soups, etc. Tempting recipes with each bottle.

Retail Value (Larkin List-price),
25 Cents

Larkin Horn Hair Pins

Amber Color

Made of steers' horn; flexible; colored a rich amber. Crimped conventional pattern. Length, 3¼ in. Superior in quality to those made of hoof, the latter being inflexible and exceedingly brittle.

Retail Value (Larkin List-price),
per dozen, **25 Cents**



Larkin Camphor Ice

(Creme)



A soothing, healing preparation for the relief of chapped hands, face and lips, cold sores, etc. Contains valuable medicinal properties. Remains sweet and pure under all conditions. Daintily put up in tubes, convenient for use.

Retail Value (Larkin List-price), **15 Cents**

Larkin Ammonia

Larkin Ammonia is of the highest quality, excellent for the laundry, kitchen and bathroom.

One pint in tin can with rubber stopper.

Retail Value
(Larkin List-price),
15 Cents



Other Products Recently Added

Orange Jelly Dessert, prepared,	10 cts.
Lemon Jelly Dessert, prepared,	10 "
Orange Pudding, prepared,	10 "
Lemon Pudding, prepared,	10 "
Anti-Inflammation Poultice,	50 "
Laxative Syrup,	25 "
Bronchial Tablets,	10 "
Horse and Cattle Ointment,	25 "
Shoe Laces, Men's or Women's, 2 pr. for	10 "
Embroidered Lawn Handkerchiefs, 4, . .	50 "
Valenciennes Lace, Edging or Insertion,	
6 yds.,	50 "
Hemstitched Lawn Handkerchiefs, for	
men, 18 in. sq., 4 in pkg.,	50 "
Manicure Scissors, 4 in. long,	75 "
Ink Remover,	20 "
Writing Paper,	25 "
Envelopes,	30 "
Auto-Baited Rat Trap,	20 "
Auto-Baited Mouse Trap,	10 "
Glove Cleaner, 4-oz. bottle,	20 "
Deodorant Toilet Powder, 1½-oz. box, .	25 "
Crack Filler, 3-lb. can,	40 "
Rolled-Gold-Plate Collar- or Cuff-Pins,	
choice Roman or bright finish, per pair,	25 "

Larkin Co.

ESTABLISHED, 1875.

Factories, Laboratories and General Offices,
BUFFALO, N. Y.Branch for West-of-the-Mississippi Patrons only,
PEORIA, ILL.

LOCAL BRANCHES AND SHOWROOMS

Where the Larkin Premiums are Displayed.

237 West 23d Street, NEW YORK CITY
 149 Massachusetts Ave., Cambridge, BOSTON
 2222, 2224 Arch Street, PHILADELPHIA
 713 Liberty Avenue, PITTSBURGH
 Cor. Prospect and E. Fourth Sts., CLEVELAND

Avoid delay; address Buffalo if east of Miss. River
 or beyond wagon-limits of Local Branch.

Union Picnics There is no better way we know of to have a real jolly good time than to get together a crowd of people who have, at least, one idea in common and have a big union picnic. Old acquaintances are renewed and new ones made; ties of friendship are strengthened and new friendships formed.

Now, our suggestion is just this:—In nearly every neighborhood in this country there are two or more Larkin Clubs-of-Ten; we would like to see these different Clubs get together on some certain date and hold a "Larkin Union Picnic," each member bringing her family and friends. The Larkin Family is a big one—more than two million strong now—so it is impossible to have a family reunion with all the members present. But every locality can have a reunion of its particular branch of the Larkin family; we know that when the members of two or three Larkin Clubs-of-Ten and their friends get together there will be no question about having a good time.

Start on this right away. Call upon the Club-Secretaries you know and ask them to talk the matter over with their members and with you; then set upon some date convenient for all and appoint a committee consisting of the Secretaries and one member from each of the Clubs represented, to arrange the details. Then let everybody get to work and make it such a success that all will have a good time and want to repeat the celebration every year.

The Cost of Food According to reliable figures recently gathered, 42 per cent. of the income of the average American family is spent for food. Consider then, the importance of the application of the Larkin Idea of Factory-to-Family Dealing to the purchasing of food in your own family. With the list of pure foods now on our order-blank, if you but realize it, you can greatly reduce the percentage of cost. When you buy your Coffee, Teas, Spices, Extracts, Baking Powders and other similar necessities direct from us, the manufacturers, you save all expenses and profits of the wholesaler, the salesagent and the retailer. The purchasing-power of your money is doubled; you get twice as much as you could possibly obtain at retail. The list is constantly growing and each new Food Product added means another opportunity to save.

New Larkin Premiums

Women's Aprons

No. 30. Two given for One-half Certificate. To mail, 15 cts. postage required.

A large, serviceable apron. Made from the best Amoskeag Gingham in Blue-and-White check. Has large ties and two large pockets. Length, 38 in.



No. 20. Two (one of each style) given for One-half Certificate. To mail, 7 cts. postage required.



Fancy, round aprons. Made from a fine quality of white lawn. Both have long ties. Length of aprons, 27 in.

Men's Negligee Shirts

Sizes, 14½ to 18, in half-sizes.



Made from reliable material. Cut full and long; have double yoke, neck-band and collar; breast pocket. Sleeves finished with 2½-in. cuffs. Finished with two rows of stitching and pearl buttons.

One given for One Certificate.

Sewed with silk thread.

No. 401. Gray Flannel.

No. 501. Black Mercerized Sateen.

One given for One-half Certificate.

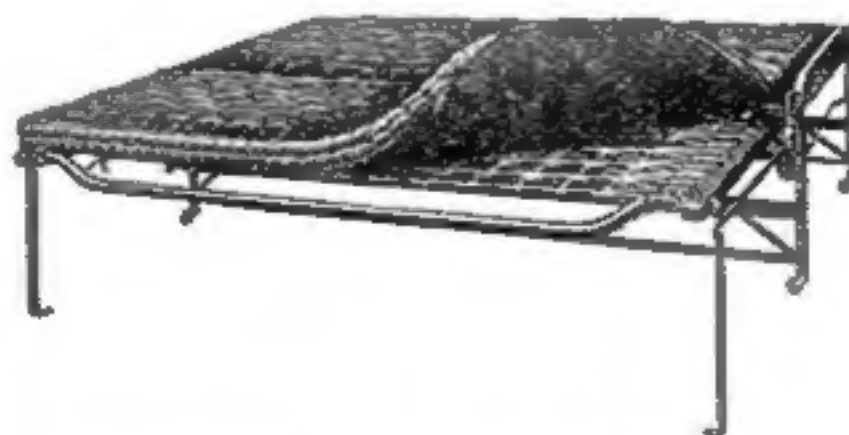
Sewed with a strong cotton thread.

No. 50. Black Sateen.

No. 60. Khaki Cloth.

Steel Couch-Bed No. 38

Offered, together with \$10.00 worth of Larkin Products, for \$13.00; or given with \$16.00 worth; or for Eight Certificates.



A luxurious, sanitary Couch and Bed combined. Has an all-steel frame with gold-bronze finish, fitted with National spring fabric, suspended between 56 3-in. helical springs at ends. As a couch, the dimensions are 27 in. wide, 73 in. long and 19 in. high; a wardrobe-space for bedding, 6 in. deep, 21 in. wide and 57 in. long.

When opened as a bed, the top is level and makes a comfortable bed, 49 in. wide and 73 in. long.

Has a cotton-felt mattress made in two sections, covered with figured ticking; size, 49 in. wide, 69 in. long and 3 in. thick.

Fitted with ball-bearing, steel casters.

Mattress Pad No. 52

Given for Two Certificates.

Same mattress as on our National Couch-Bed No. 15. Size, 3 ft. 9 in. x 5 ft. 10 in.

Universal Coffee-Mill No. 61

Given for One Certificate.

Grinds fast. Turns easy, and is easily adjusted to grind coarse or fine or to pulverize. Fastens securely against the wall.

Mill is made of malleable iron and steel japanned; equipped with the latest improvement in grinding-mechanism.

Canister and cup, for catching and measuring the ground coffee, is made of heavy japanned tin. Canister holds one pound of unground coffee and is air-tight which preserves the strength of the coffee and keeps it clean; side has a transparent panel.



Hand-Car No. 43

Given for Three Certificates.

(Formerly given for Four Certificates.)



For boys or girls 6 to 12 years of age. This car has the improved gear-drive instead of the chain and sprocket. Top-board, 9 x 20 in., is red; frame green. Length, 34 in., tread, 17 in. Tinned wheels, 8 and 12 in. with ¼-in. rubber tires.



Four-Foot Step Ladder No. 10

Given for One-half Certificate.

Made of Beech with Cottonwood braces, steps, and top. Has an extra steel brace under second step, making the ladder very rigid; extra-strong shelf-bracket. Weight, 15 lbs.

9 x 12 ft. Tsuru Japanese Rugs

One given for Four Certificates.

An artistic Rug made from very fine Japanese matting. The designs are stencilled in characteristic Japanese colorings.

Choice of three designs.

No. 1. An all-over floral design in dull-Red Peonies and Green foliage.

No. 8. A conventional block design in light- and dark-green.

No. 9. Corner illustrated. Floral design. Has medallion center with a rich border of roses and Green foliage.



Design No. 9.

Some Seasonable Larkin Premiums

Reed Furniture

JUST THE THING FOR YOUR
LIVING-ROOM OR VERANDA

Comfortable and Serviceable

Sweet Home Reed Rocker No. 35



No. 35

Given with \$10.00 worth of Larkin Products; or for Five Certificates.

Best quality of full-round Reed, close-woven cane seat, and full roll. A very handsome Rocker. Height from floor to top of back, 42 in.; height of back from seat, 30 in.; seat, 19 in. deep and 20 in. wide. Natural finish with two coats of varnish.

Reed Tete-a-Tete No. 65

Given with \$10.00 worth of Larkin Products; or for Five Certificates.



No. 65

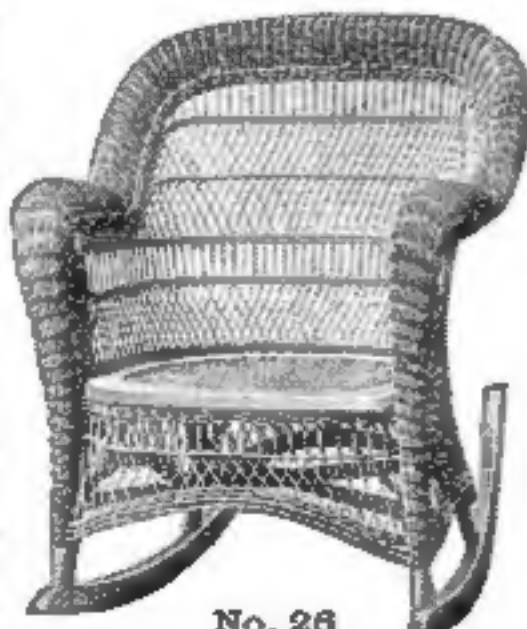
A popular seat for reception-hall or living-room. Light, strong, comfortable.

Full-roll back and arms. The (cane) seat is 35 in. long and 17 in. deep; height from floor to top of back, 38 in.

Solid-Comfort Reed Rocker No. 26

Offered, together with \$10.00 worth of Larkin Products, for \$11.00; or given with \$12.00 worth; or for Six Certificates.

A high-grade roomy and exceedingly comfortable Reed Rocker, 34 in. high; seat, 18½ x 18½ in. Arms, 11½ in. high; back 21 in. high. The solid roll, beginning at bottom of leg, extends around back and adds greatly to its strength and appearance. Closely woven back and skirt. Only first quality full-round Reed used in this Rocker. Nicely finished with two coats of reed varnish.



No. 26

Solid-Comfort Reed Chair No. 36

Same design as No. 26, without rockers, on same terms.

Summer Styles in Women's Wearing-Apparel

MADE-TO-ORDER Lingerie Dresses, Washable Suits, Dresses and Skirts; also Shirtwaists, Undermuslins, etc. We guarantee every garment to be well made from reliable



No. 2305

materials and to give perfect satisfaction. Our Product and Premium List, latest edition, 61st, fully illustrates and describes the entire line and shows the styles for the Summer of 1909. If you haven't a copy, we will mail one, postpaid, on request.

Made-to-Order Lingerie Princess Dress No. 2305

Given with \$10.00 worth of Larkin Products; or for Five Certificates.

Ten days required to fill orders. Mailed, postpaid. Samples of materials sent on request. Sizes, 32- to 44-in. bust-measure.

One-piece Lingerie Dress. Made in accordance with the newest fashion ideas.

The slightly Empire back gives the dress a hipless effect. Has the new, long sleeves, pointed cuffs and shaped collar. Suitable for afternoon or evening wear. A handsome dress of fine Batiste. The collar, and front and back of yoke are composed of Val. and Venice lace. The shoulders and sleeves are trimmed with fine Val. lace, enclosing pointed panels of pin-tucking, set with ornaments in front. A tucked panel outlined with lace, extends from the yoke to the flounce of the skirt and ends in fine tucks. The flounce is trimmed with lace and five rows of tucks. The cuffs are trimmed with lace and small pearl buttons. A girle of pin-tucking and Val. insertion join the waist and skirt. Choice of White, Pink or Blue.

Made-to-Order Colored Washable Dress No. 3705

Given with \$10.00 worth of Larkin Products; or for Five Certificates.

Ten days required to fill orders. Mailed, postpaid. Samples of materials sent on request. Sizes, 32- to 44-in. bust-measure.

A one-piece colored linen dress. Waist has long tucked sleeves; pointed collar and yoke is of all-over embroidery; reverses on shoulder. Trimmed with fine tucks, bias straps and pearl buttons. Eight-gore skirt with over-skirt effect. Has two rows shaped strapping set with large pearl buttons. All strapping is piped with contrasting color.

Choice of Light Blue or Pink.



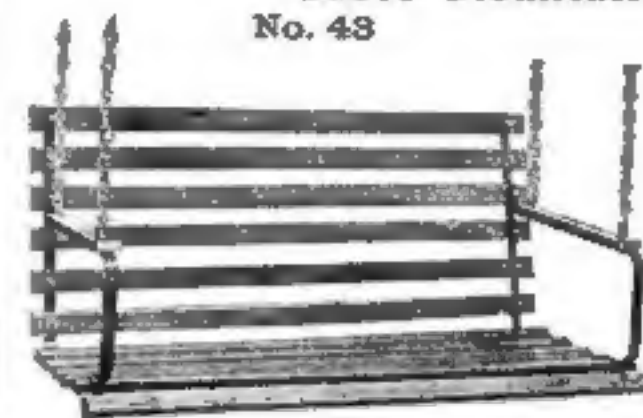
No. 3705

For Outdoor Pleasures

Porch-Swing No. 43

Offered, together with \$10.00 worth of Larkin Products, for \$8.00; or given for Three Certificates.

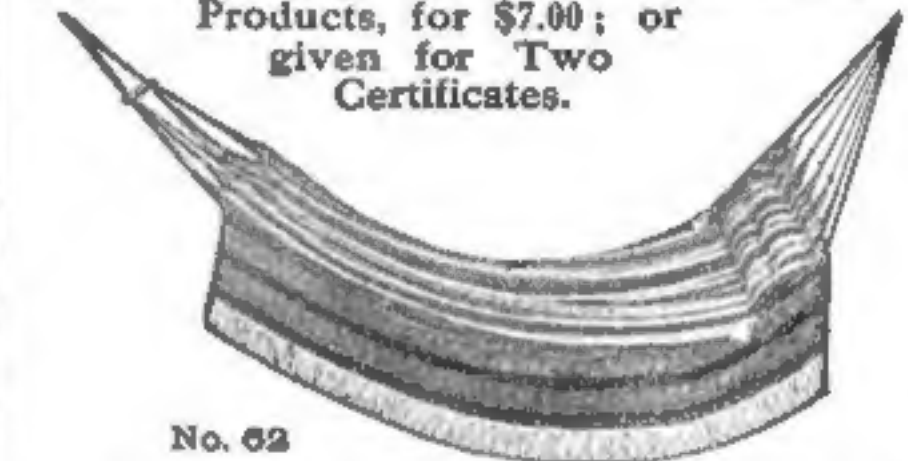
No. 43



A hanging settee or chair as well as a swing. Can be adjusted in a few minutes to any porch. Solid Oak, weathered-oak finish; complete with 30 ft. of selected chain, heavily tinned to prevent rust. Swing 36 in. wide; slats are bolted to a steel frame.

Hammock No. 62

Offered, together with \$10.00 worth of Larkin Products, for \$7.00; or given for Two Certificates.



No. 62

Heavy jacquard weave; attractive design in rich colors of red, gold, green and black, the red and green predominating. Size 40 x 80 in.; valance 15 in. deep. Has large tufted throw-back pillow with tassels. Concealed curved spreader at head, varnished wood spreader with nickel-plated caps at foot.

Hammock No. 3

Offered, together with \$10.00 worth of Larkin Products, for \$8.00; or given for Three Certificates.

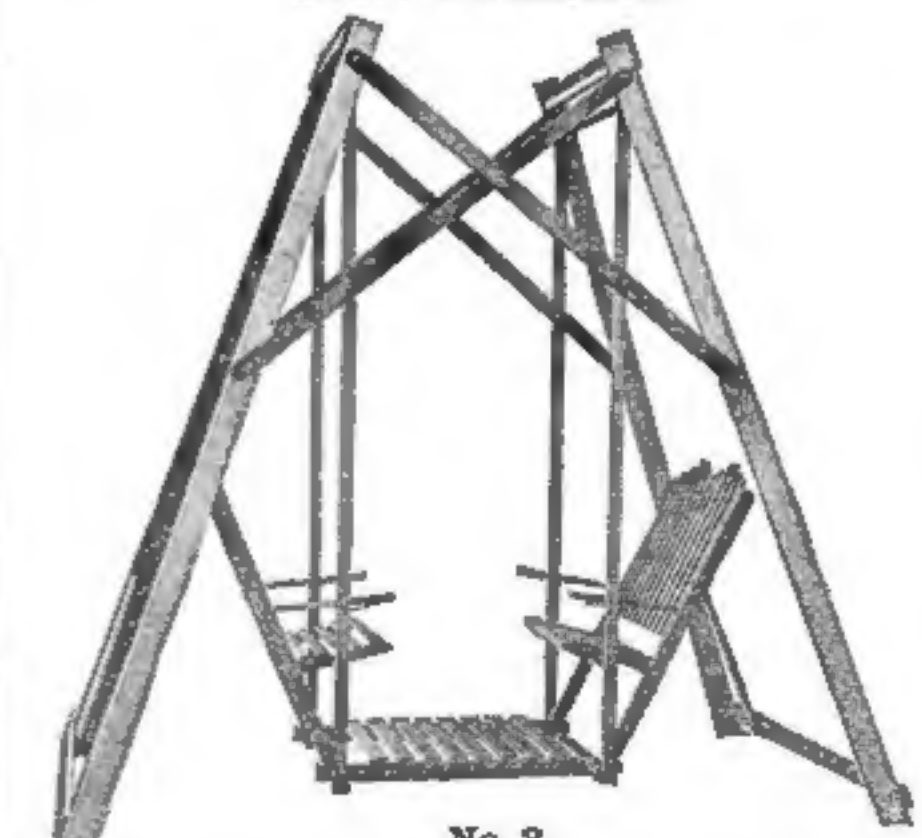


No. 3

A patent-mesh Hammock made of White seine Twine, the strongest twine made. Has no knots. Conforms easily to every curve of the body. Two selected-hickory spreaders. Scalloped valance with red tassels and wood rings.

Two-Passenger Lawn-Swing No. 3

Offered, together with \$10.00 worth of Larkin Products, for \$8.00; or given for Three Certificates.



No. 3

Width at base, 48 in.; width between arms, 19 in. Weight, 108 lbs.

Can be put up anywhere on the lawn. Well-made. Hardwood throughout. Frame painted bright red; seat and hangers natural color varnished. Height when open, 7½ ft.; has a 10-ft. spread at base.